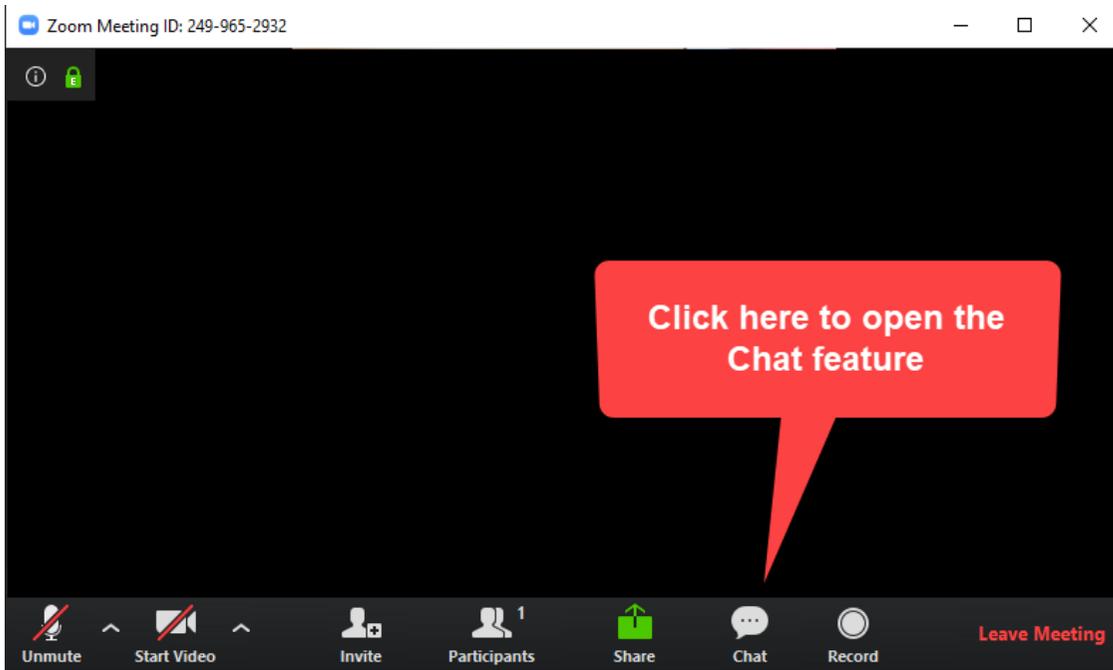


# Welcome! Thanks for joining us.



The webinar will start at 12.30pm. In the meantime...

Feel free to introduce yourself in the chat:

- What's your name?
- What organisation do you work for? In what role?
- How are you doing?



## Always Out There: Demystifying 'commissioning'

Please email [tim.bidey@traverse.ltd](mailto:tim.bidey@traverse.ltd) if you are having any technical problems

If you would like to Tweet, we are @traversepeople

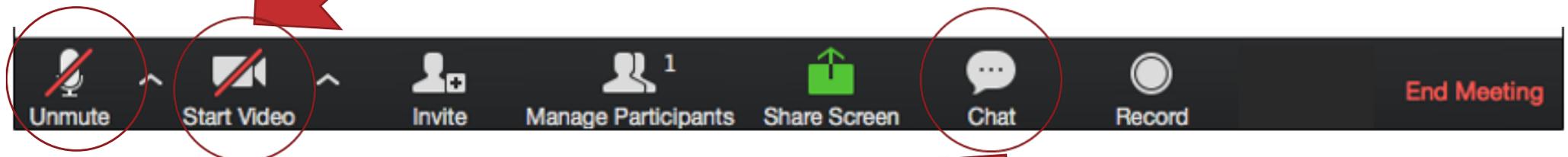
28 May 2020





# PLEASE NOTE

Your camera is here



Your mic is here.

Please make sure it is off when you're not speaking

The chat function is here.

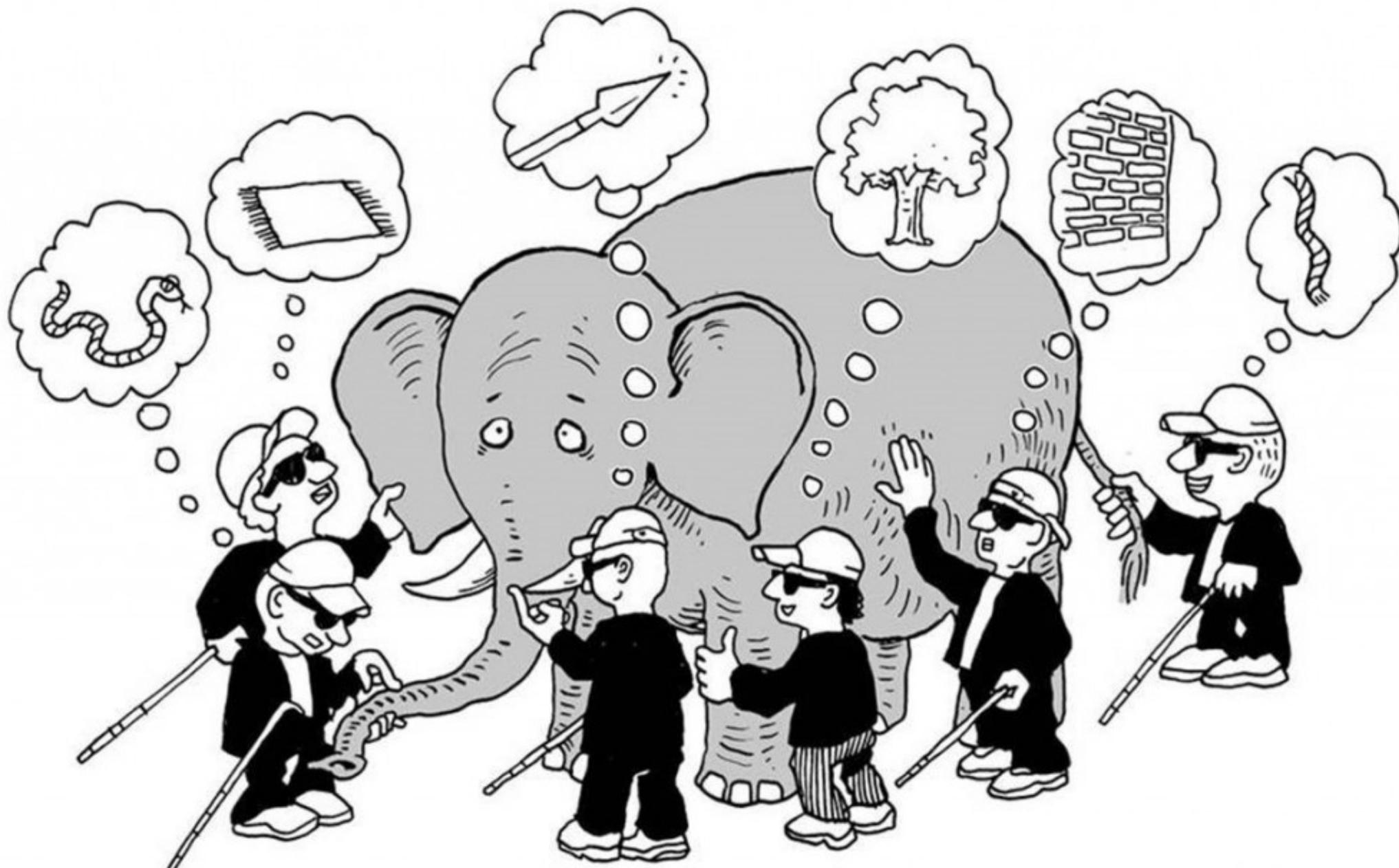
You can use it to communicate your thoughts, or if you have questions





**We will be recording and will  
keep the stream and chat.**





# Demystifying Commissioning

28 May 2020





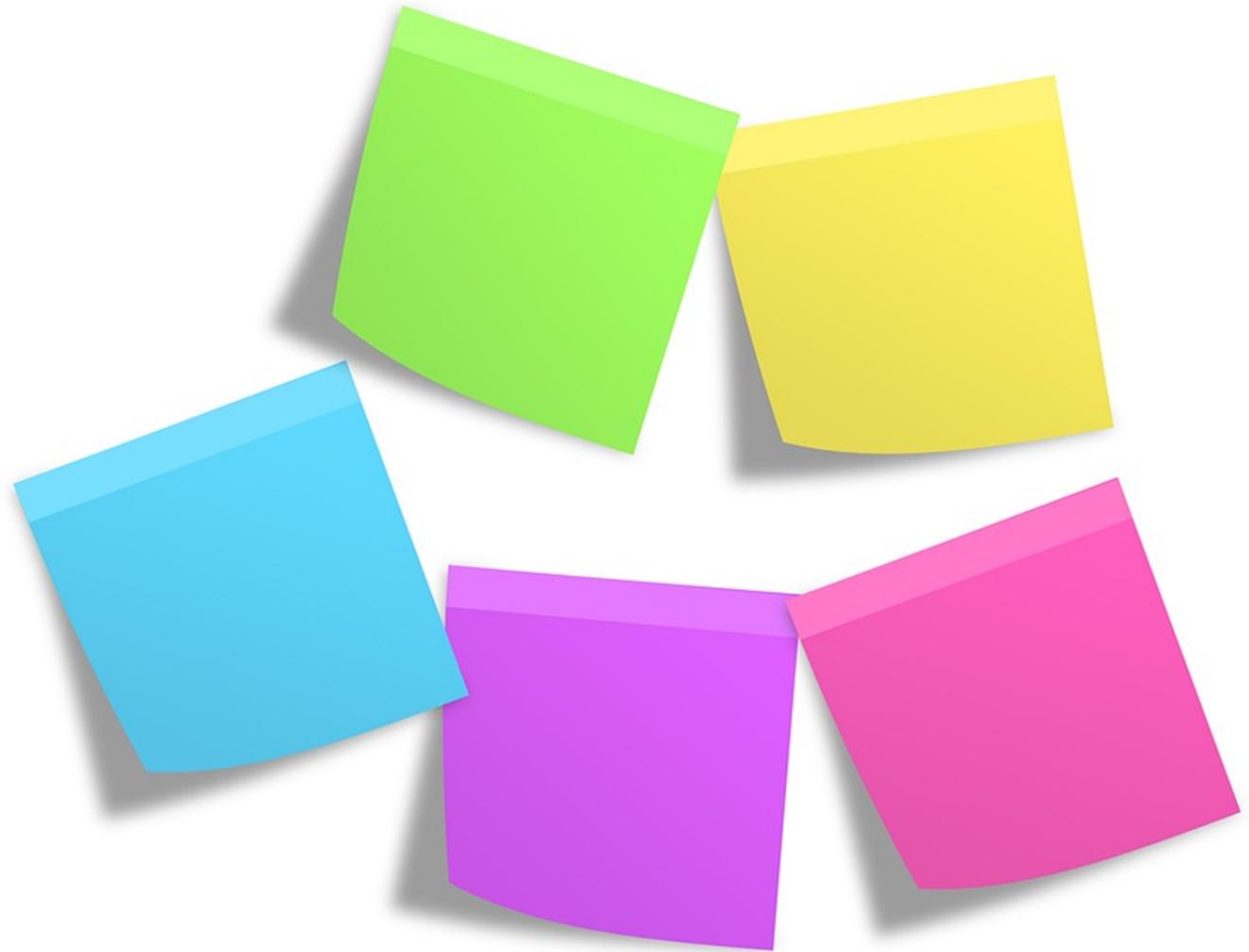
What is commissioning?

How commissioning has been changing

What you can do

What's next?









### LGA

- Strategic activity of identifying need, allocating resources & procuring provider, if required, to best meet that need, within means
- Best possible outcomes within the resources available

### NHS England

- The process of planning, agreeing and monitoring services...Commissioning is not one action but many





### NAO

- Delivering the right outcomes at the right cost
- Successful commissioning is, by definition, therefore good value for money

### Commissioning Academy

- Essentially the effective design and delivery of policy, solutions or services. The best commissioners have the confidence to challenge the status quo, take on radical change, collaborate effectively with external stakeholders, gain a deep understanding of the need and target resources effectively to meet those needs.







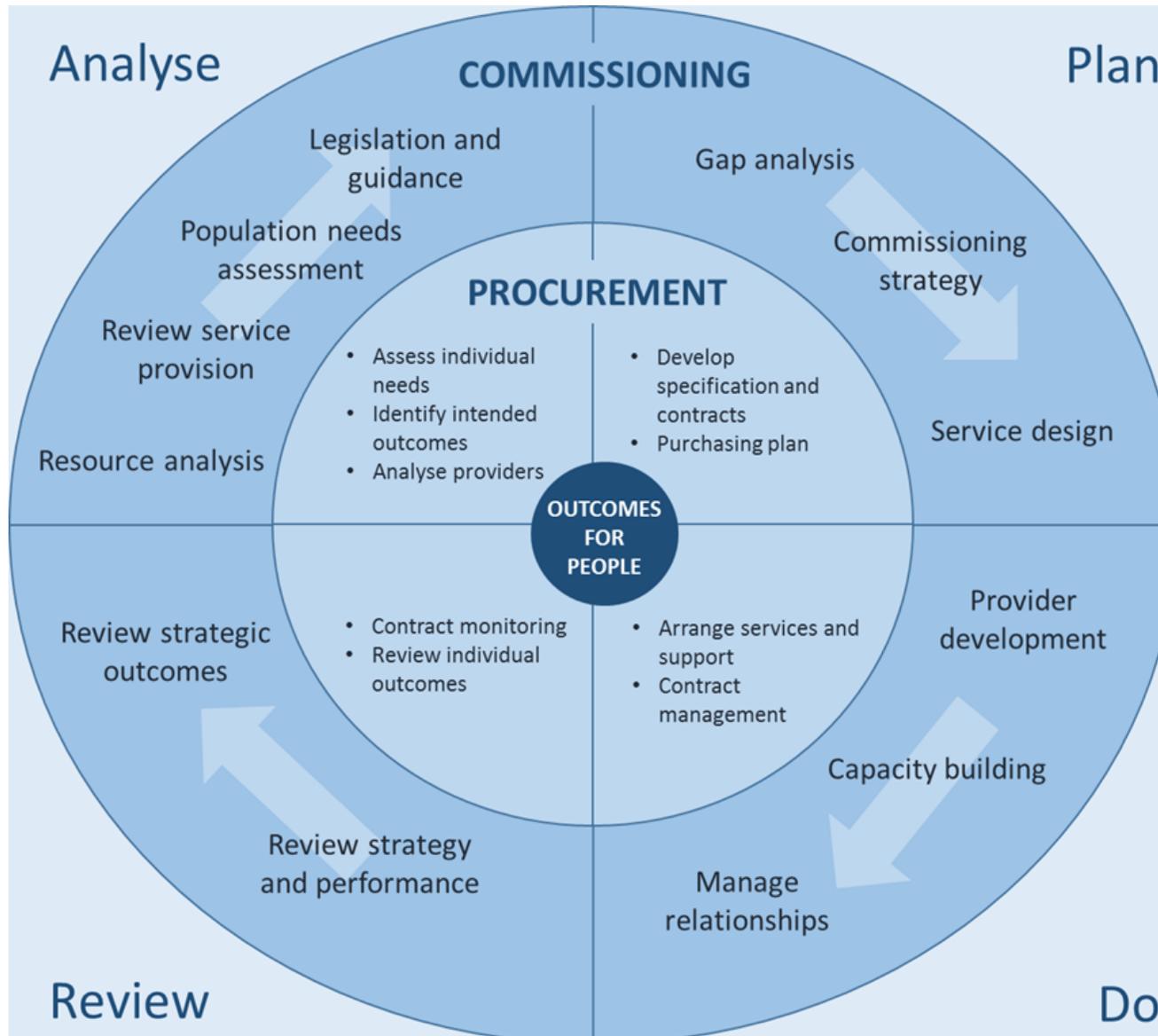






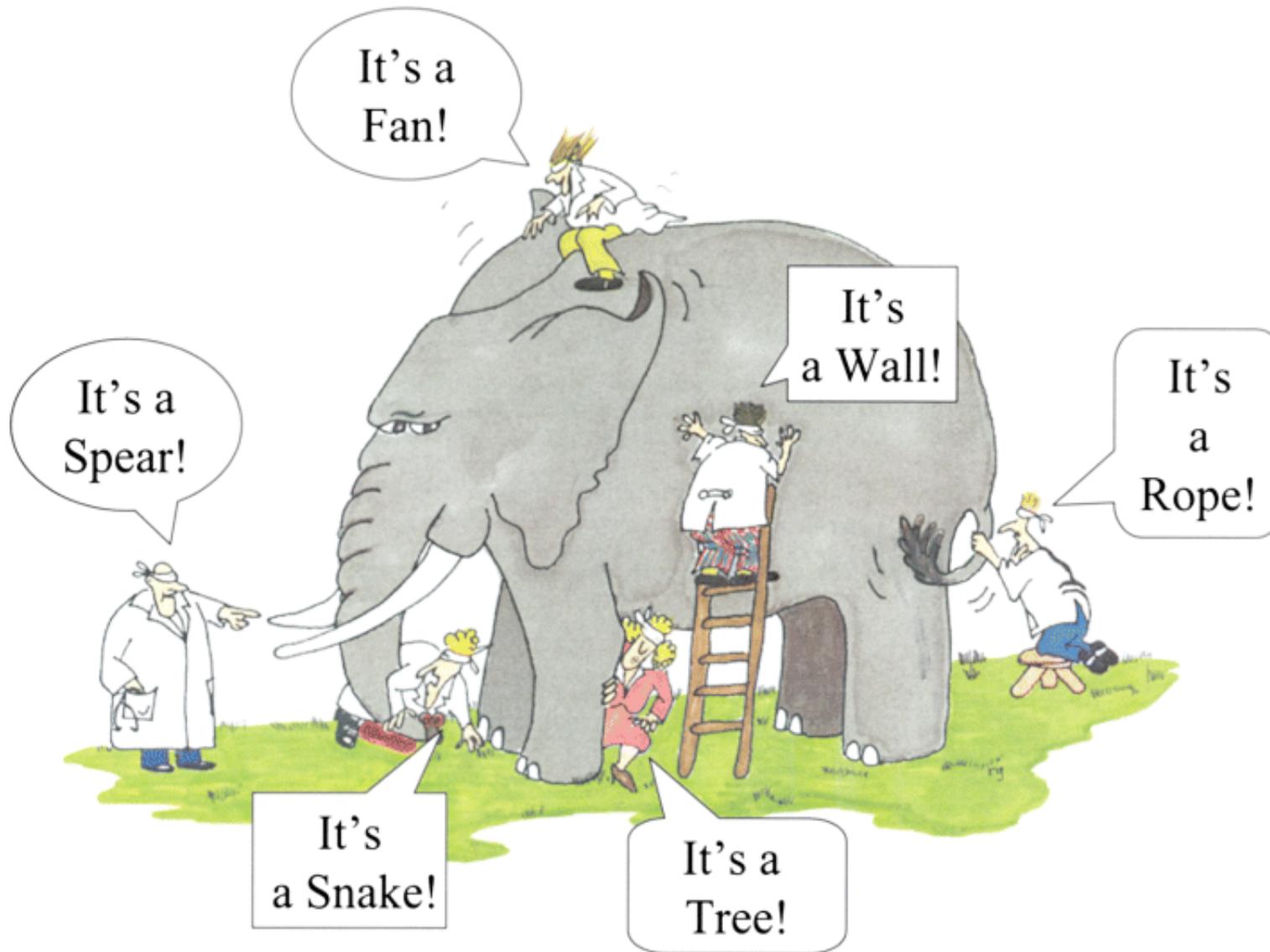


# What is commissioning?

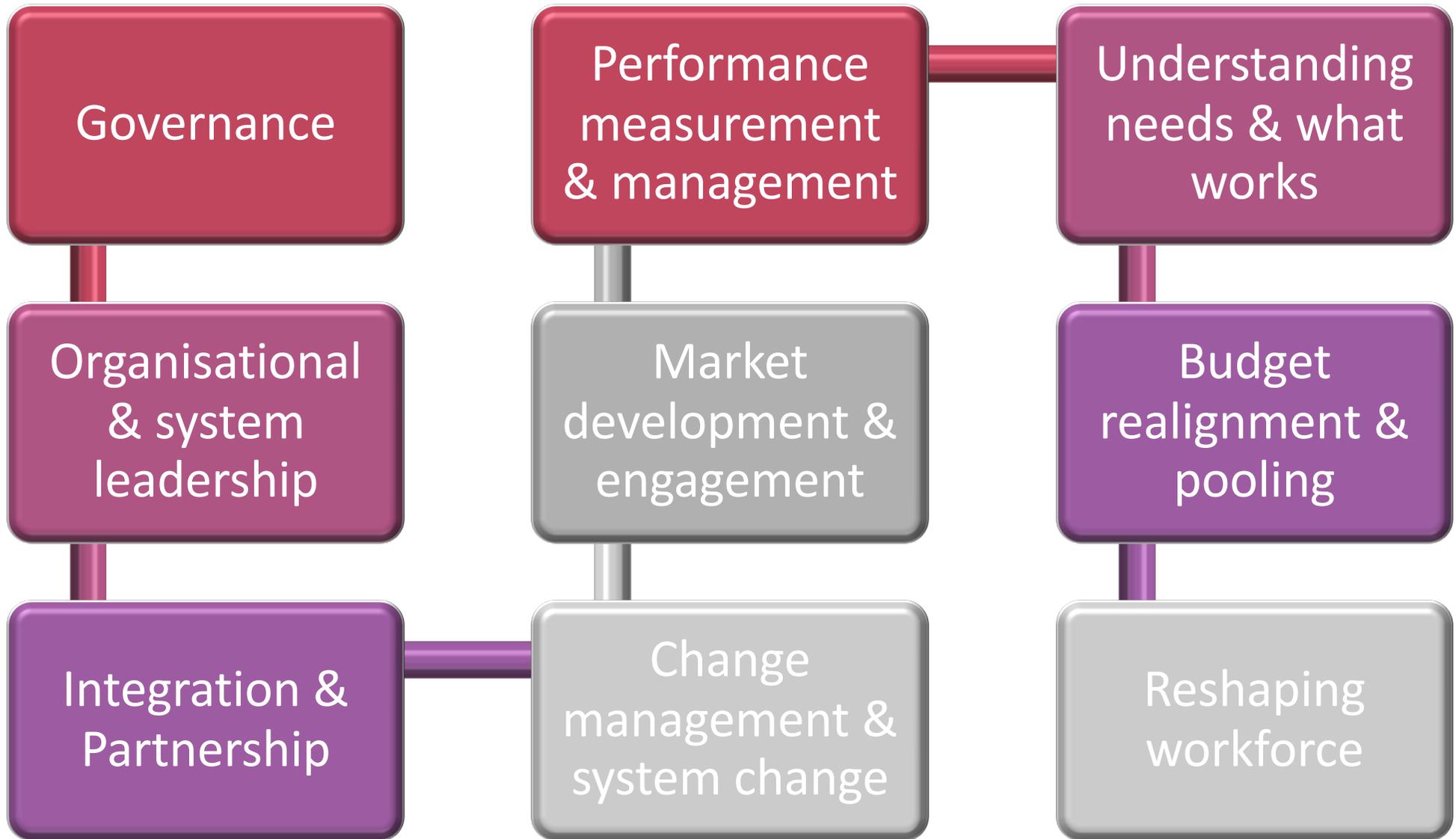


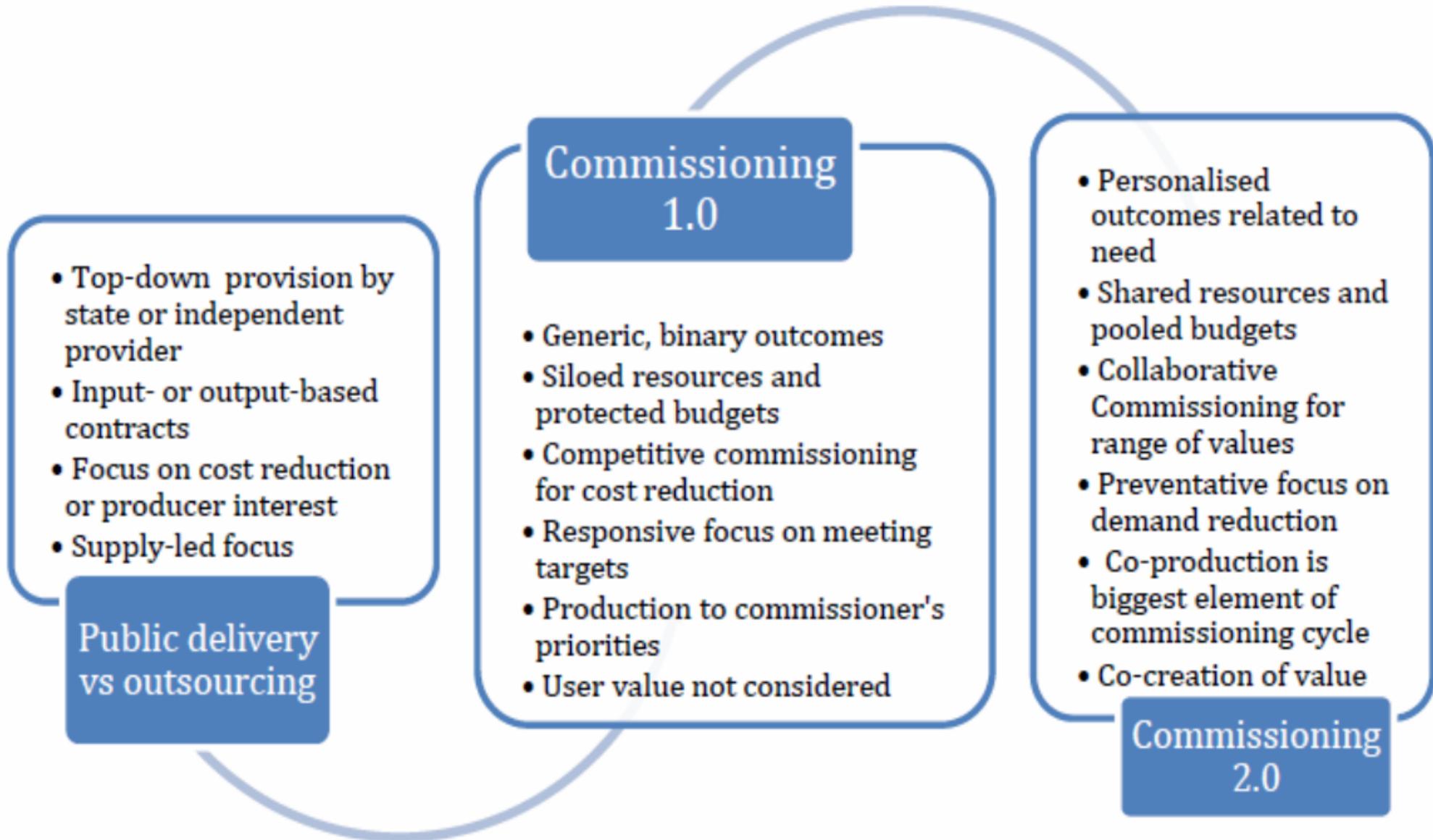
1. Needs assessment
2. Prioritisation
3. Identifying resources
4. Planning how to use resources
5. Arranging provision
6. Monitoring and reviewing provision

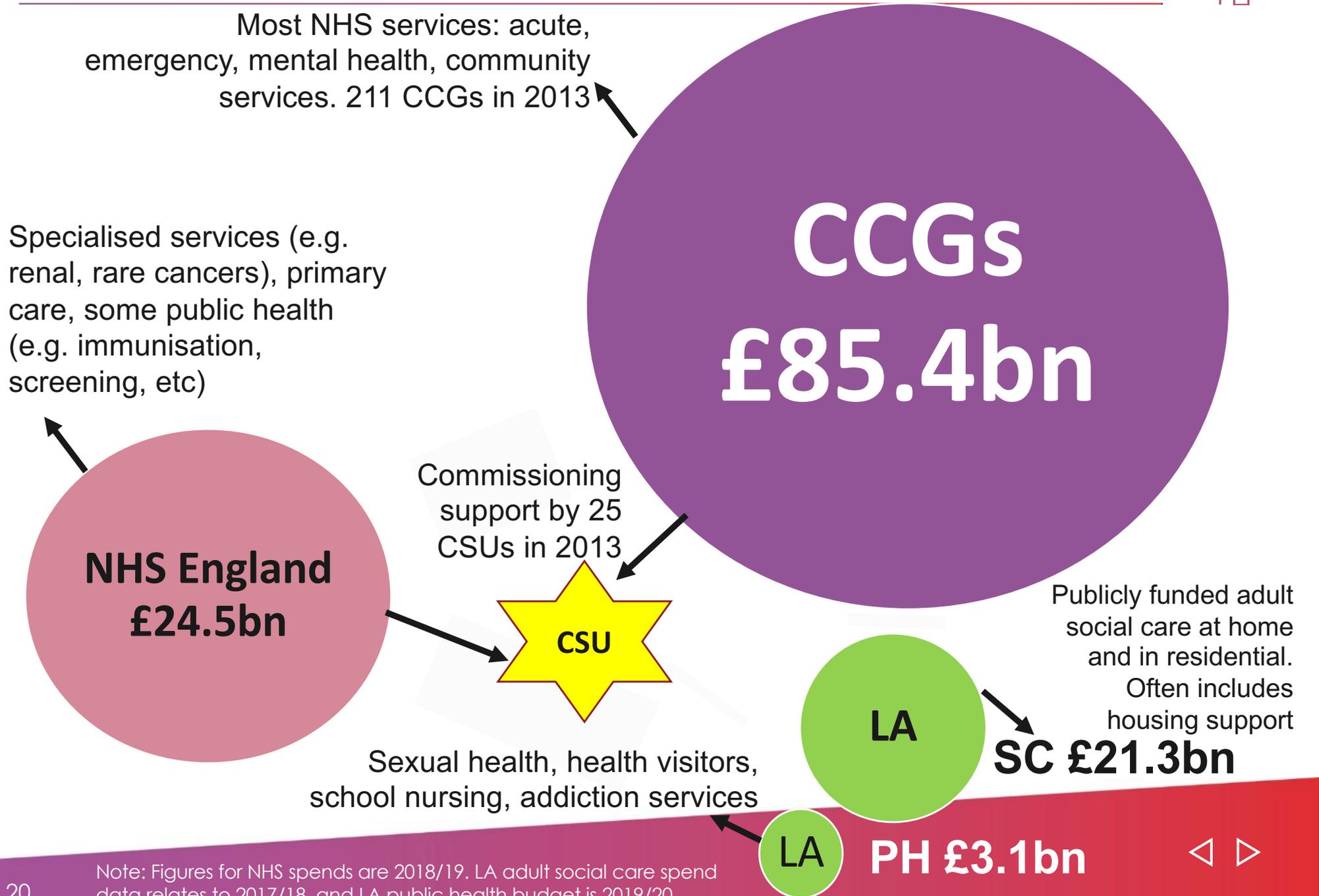




# What is commissioning?

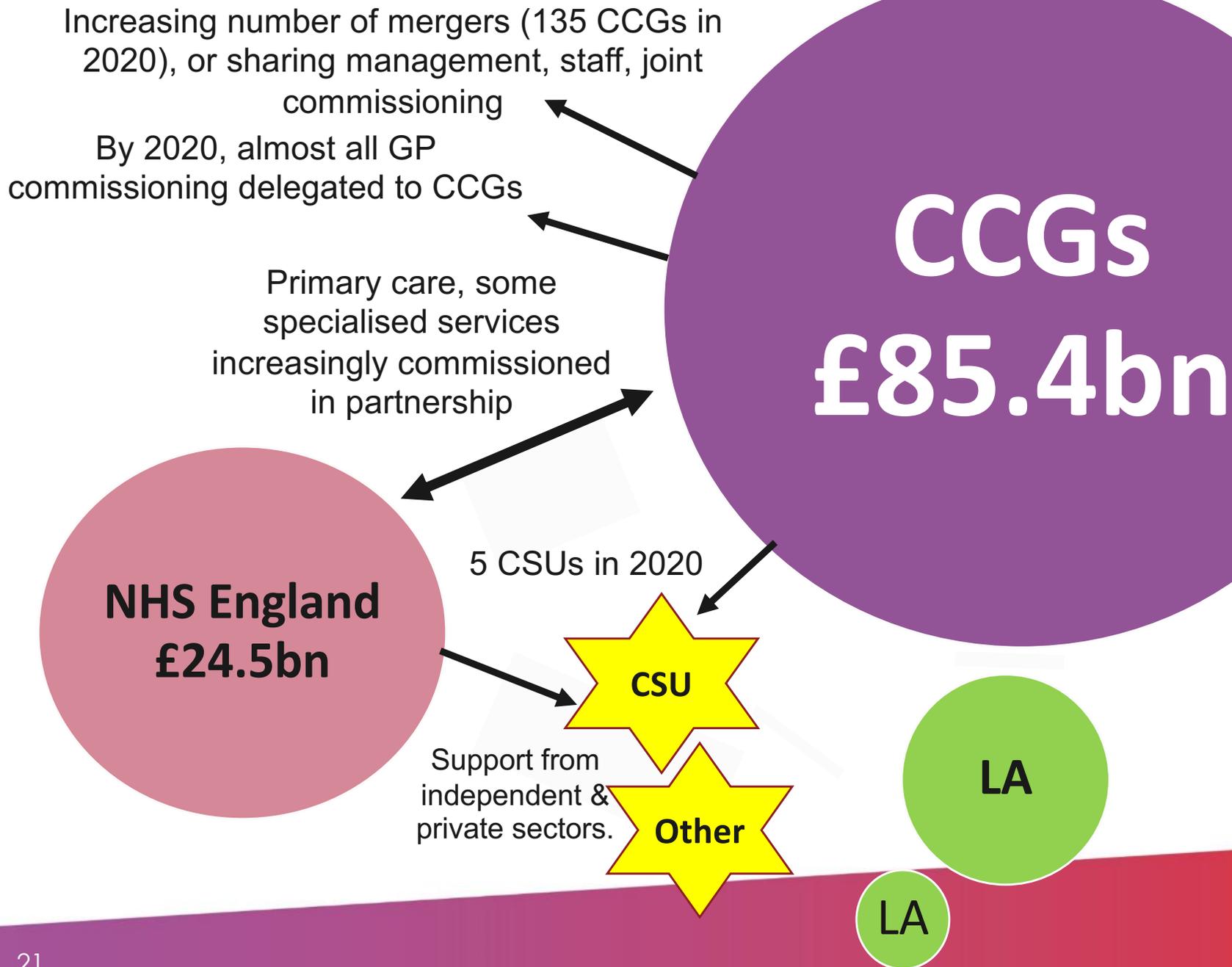






Note: Figures for NHS spends are 2018/19. LA adult social care spend data relates to 2017/18, and LA public health budget is 2019/20.







Increasing number of mergers (135 CCGs in 2020), or sharing management, staff, joint commissioning  
By 2020, almost all GP commissioning delegated to CCGs

Primary care, some specialised services increasingly commissioned in partnership

**CCGs**  
**£85.4bn**

**NHS England**  
**£24.5bn**

5 CSUs in 2020

**CSU**

Support from independent & private sectors.

**Other**

**LA**

**LA**

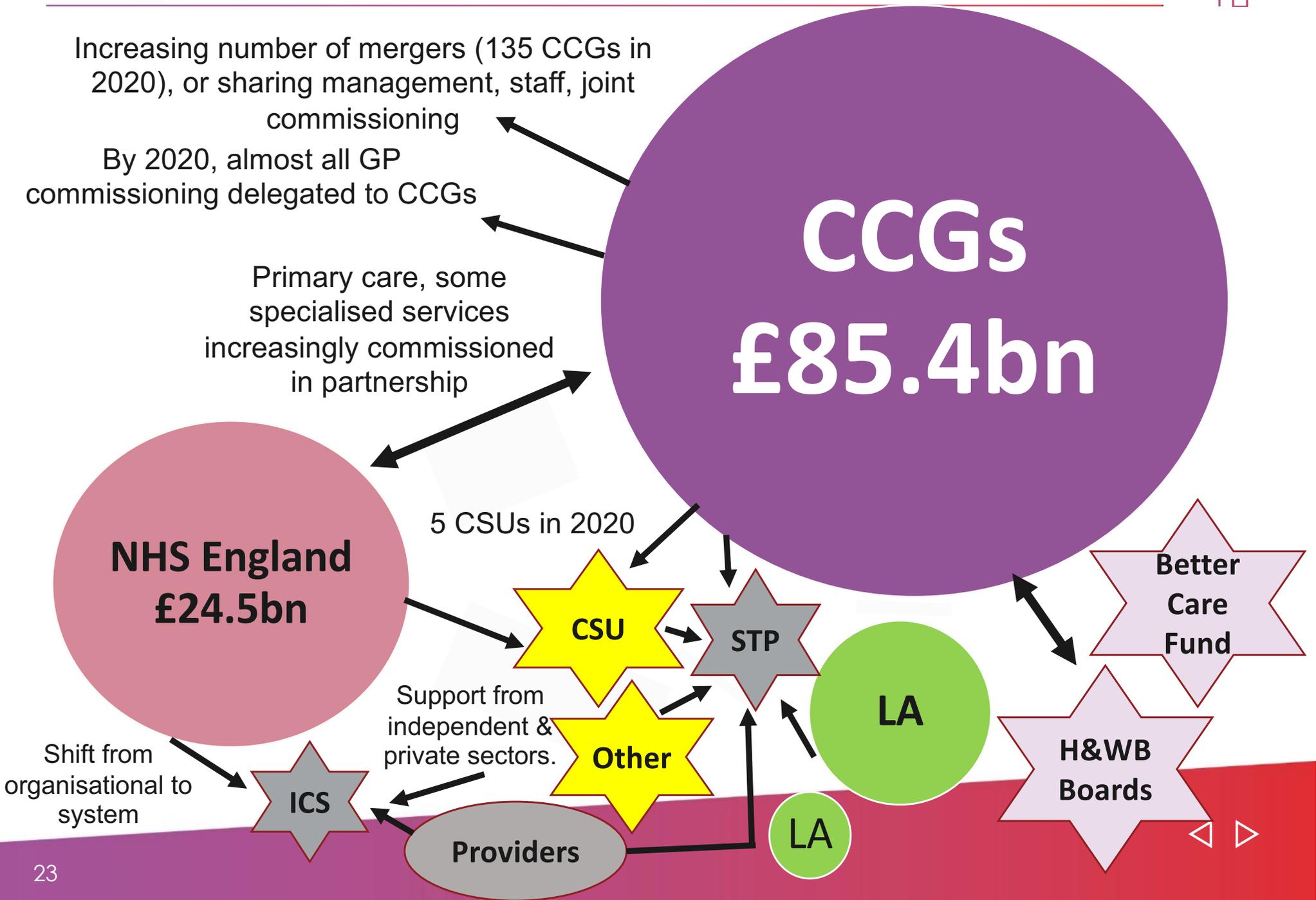
**Better Care Fund**

**H&WB Boards**

Increasing number of mergers (135 CCGs in 2020), or sharing management, staff, joint commissioning

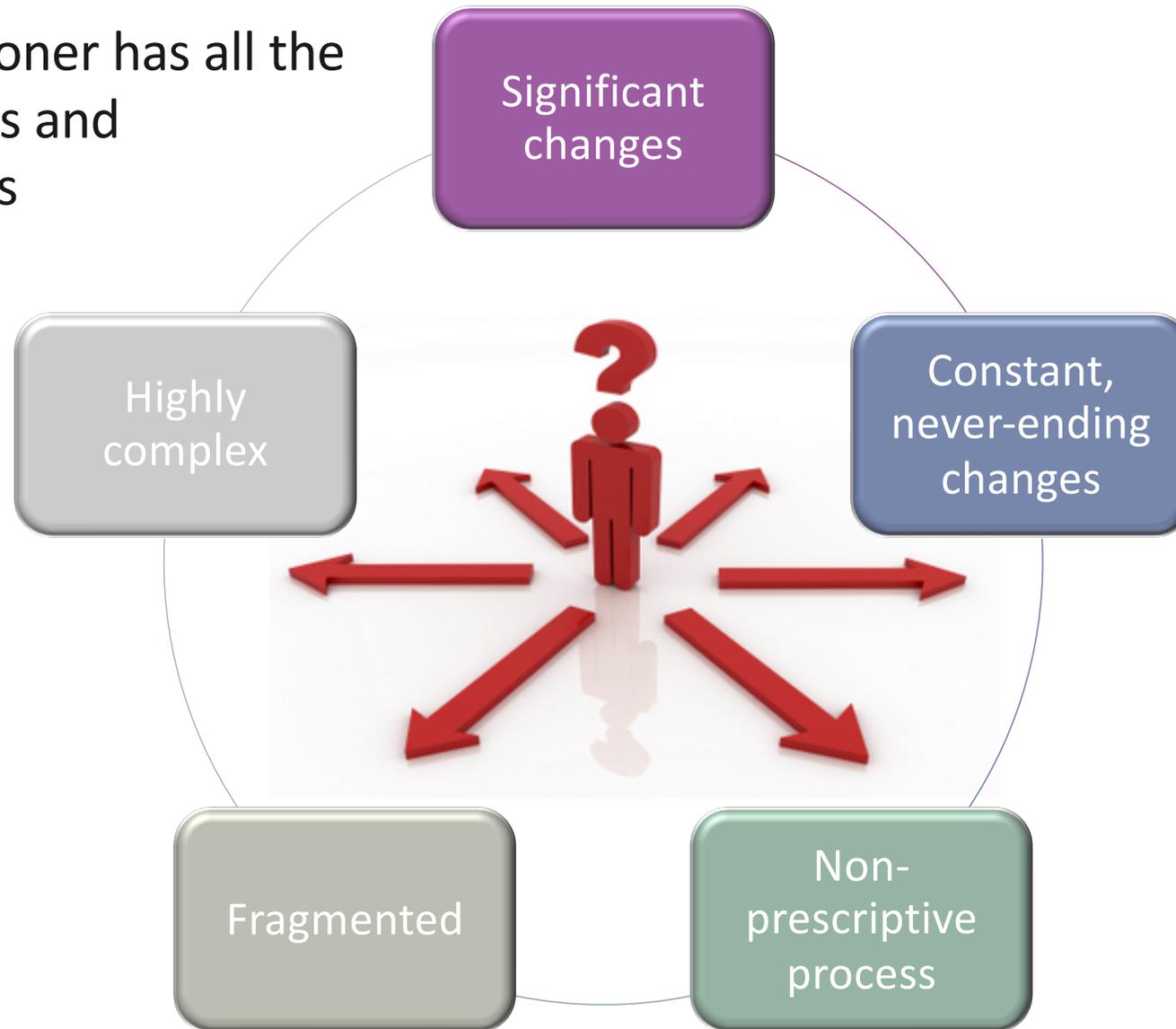
By 2020, almost all GP commissioning delegated to CCGs

Primary care, some specialised services increasingly commissioned in partnership



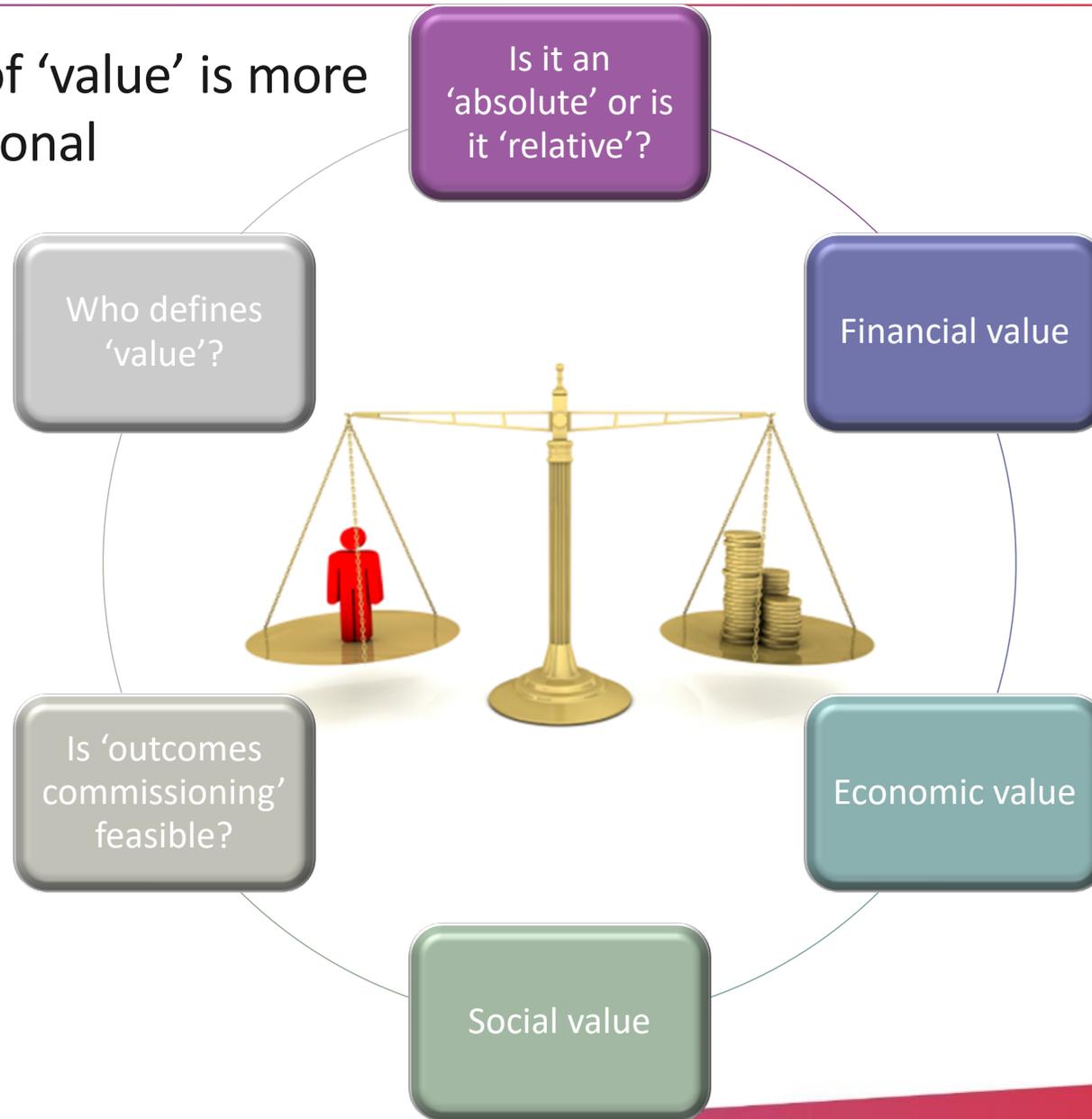


No commissioner has all the requisite skills and competencies





The concept of 'value' is more multi-dimensional





## Public Services (Social Value) Act 2012

Become law on 8 March 2012

Came into force 31 January 2013

Applies to all English & some Welsh public bodies





“The authority must consider:

(1) how what is proposed...might **improve the economic, social and environmental well-being**

of the relevant **area**; and

How...the process of procurement...might...secur[e] that improvement.”

(2) whether to undertake any **consultation**...”



Public Services (Social Value) Act 2012





Public Services (Social Value) Act 2012

- Look at what others have done (e.g. NVCO, DHSC)
- Clarify what your commissioner considers 'value'
- Clarify & evidence the social value you generate
- State your role & processes for engagement





Myth	Reality
Commissioning and procurement are the same thing	Commissioning is much more than procurement, and might not involve procurement at all
Commissioning is about contracting	Contracting is just one of several options. Others include in-house delivery, grants etc.
Commissioning is about cuts	Saving money could be important, but ‘value’ is expressed differently.
Commissioners are experts	No commissioner has all the skills, especially when commissioning keeps changing
The Lead commissioner is the key decision maker	Commissioning decisions result from complex internal and external factors







**What is your one 'take-away' from this webinar?**





- Three webinars in three weeks
- Build on today's background learning
- Will cover:
  - Different commissioning processes
  - How to put together a commissioning package
  - How to deliver, monitor and evaluate commissioned programmes.
- Guest speakers
- EOI will be circulated shortly
- Applications will help inform the final design of the session



*Thank you.*



0207 239 7800  
[info@traverse.ltd](mailto:info@traverse.ltd)

[www.traverse.ltd](http://www.traverse.ltd)

2 Angel Square  
London, EC1V 1NY

[@traversepeople](https://twitter.com/traversepeople)

